

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/SIPS/J.T.HARDISTY

APPROVED BY EB/OCA/CM/JSIMMONS

COM/BIC/OED/SIPS/J.T.HARDISTY

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COM/BIC/OED/OBOD/RE.COHEN

STATE/ARA/BC/B/R.PACE

----- 092515

R 121858Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ

UNCLAS STATE 217542

E.O. 11652: N/A

TAGS: BEXP, BL

SUBJECT: PRODUCT OPPORTUNITY - "ENFE" RAILROAD MATERIAL AND
--- EQUIPMENT

1. SEVERAL FIRMS HAVE EXPRESSED INTEREST IN BIDDING ON RAILROAD PROJECT BUT THREE IN PARTICULAR, PORTEC, ACF INDUSTRIES AND OWATONNA TOOL CO., HAVE INDICATED DEFINITE INTENTION TO BID. PORTEC IS SUBMITTING BIDS ON TENDERS P 10, P 12, P 13 AND P 16 WHILE ACF INTENDS TO BID ON FREIGHT CARS AND TANK CARS. OWATONNA IS BIDDING BIRF1.9, 1 AND 5.1A. ALL FIRMS HAVE REQUESTED SIPS GROUP OF USDOC TO INQUIRE ABOUT POSSIBILITY OF 30 DAY BID DEADLINE EXTENSION. SIPS HAS SPOKEN WITH PROJECT ENGINEER AT IBRD WHO INDICATES THAT HE KNOWS OF NO ANNOUNCEMENT TO DATE THAT DEADLINES ARE BEING EXTENDED BUT SUGGESTS THAT "ENFE" MAY VERY WELL CONSIDER LATE BID IF NOTIFIED OF FORTHCOMING BID BEFORE ORIGINAL DEADLINE.

2. ACTION REQUESTED: WOULD APPRECIATE COMMENT FROM EMBASSY IF BID DEADLINE EXTENSION APPEARS POSSIBLE AND UNCLASSIFIED

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SUGGESTION AS TO BEST APPROACH TO REQUESTING SAME. WOULD

ALSO LIKE ANY UPDATE WHICH WOULD BE HELPFUL TO INTERESTED
FIRMS SUCH AS PROJECT DEVELOPMENT PRINCIPAL COMPETITION AND

- -

ANY FORTHCOMING TRIPS TO U.S. BY PROJECT OFFICIALS WHICH
MAY AFFORD OPPORTUNITY FOR SERIOUS U.S. CONTENDERS TO MEET
WITH BOLIVIAN TEAM. KISSINGER

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Margaret P. Grafeld
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